



Health Services
LOS ANGELES COUNTY

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Robert G. Splawn, M.D.
Interim Chief Medical Officer

313 N. Figueroa Street, Suite 912
Los Angeles, CA 90012

Tel: (213) 240-8101
Fax: (213) 481-0503

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October 16, 2009

TO: Each Supervisor

FROM: John F. Schunhoff, Ph.D. 
Interim Director

SUBJECT: **ADVANCE NOTIFICATION OF SOLE SOURCE
AGREEMENT NEGOTIATIONS WITH
WELLSOFT CORPORATION FOR ENTERPRISE
EMERGENCY DEPARTMENT INFORMATION
SYSTEM**

This is to advise you that the Department of Health Services (DHS) intends to enter into sole source negotiations within two weeks time with Wellsoft Corporation for an Emergency Department Information System (EDIS). Board policy requires written notice of the department's intent to enter into sole source negotiations for agreements over \$250,000.

The Wellsoft EDIS will be used as the enterprise application for all DHS 24-hour Emergency Departments (EDs) providing Basic, Comprehensive or Advanced Trauma Center services. The scope of the negotiations will include procurement of an expanded EDIS, as well as system implementation and support services.

Background

Emergency Department overcrowding is a national concern that creates unsafe situations and long waits to be seen by a provider. The bottlenecks that impact patient flow through the ED are difficult to identify and fix without data. DHS recognized that implementation of an EDIS would efficiently provide the needed data and assist in providing safer environments to track patients and facilitate flow through the ED. A task force was developed to initiate the process of identifying an enterprise solution to this problem. In November 2008, LAC+USC Medical Center (LAC+USC) determined prior to moving into the replacement hospital, which contained significantly more ED space, that the traditional method of tracking patients manually within the ED on a white board would not be effective. An industry review of ED systems was undertaken and Wellsoft was selected because it provided efficient patient tracking capabilities and clinical best practice attributes. Wellsoft EDIS was procured by Purchase Order Agreement

solely for LAC+USC. The EDIS was successfully implemented and has been well received by clinicians at LAC+USC. This initial implementation of the EDIS is described as Phase I.

Wellsoft conducted the implementation of Phase I and demonstrated a command of the issues faced by the LAC+USC ED. DHS plans to build upon the success of the Phase 1 implementation at the new ED planned to open next year at Olive View/UCLA Medical Center (Olive View) and at Harbor/UCLA Medical Center (Harbor). By implementing Wellsoft in these three hospitals, DHS will focus on a single vendor solution that would compliment efforts to establish best practices within the Emergency Departments and standardize on one system solution.

The proposed procurement would initiate Phase 2 implementation to include acquiring additional functionality at LAC+USC which includes clinical documentation and physician order entry for tests and prescriptions. Phase 2 would also result in implementation of the Wellsoft EDIS product at Harbor and Olive View. This will allow the development of standardized work flows and other best practices that will protect patient safety in all DHS Emergency Departments.

DHS will proceed with sole source negotiations with Wellsoft Corporation unless our office is otherwise instructed by your Board by October 30, 2009.

If you have any questions or need additional information, please let me know.

JFS:it

c: Chief Executive Officer
Acting County Counsel
Executive Officer, Board of Supervisors
Chief Information Officer